



Colorado Automobile Dealers Association



# Designated Risk Manager Seminar

**Unique opportunity presented by CADA Endorsed Provider  
Tuesday, April 10, 2007**

**Federated Insurance brings its popular, customized training session to Colorado**

- Local opportunity to attend this comprehensive Risk Management seminar
- Condensed one-day session of a 2 ½-day seminar typically held only at Federated HQ's

## **A G E N D A**

**DATE/TIME:** 8:00am to 4:00pm, Tuesday, April 10, 2007 (Breakfast & lunch included)

**LOCATION:** William D. Barrow Building, CADA Offices, 290 East Speer Blvd., Denver

**WHO SHOULD**

**ATTEND:** Risk Managers (or whoever is *designated* with that responsibility)

**KEY TOPICS TO BE COVERED**

- Industry loss analysis
- Taking ownership of your losses
- MVR's / Making the tough call
- Distracted driving – at what cost?
- Hiring practices / The faces of your business
- Business planning / The ultimate risk management
- Theft / False Pretense / Key Control
- Demos and furnished autos
- Workers compensation

**LIMITED SPACE!!**  
**SIGN UP EARLY; DUE TO**  
**CUSTOMIZED MATERIALS**  
**PROVIDED TO ALL**  
**PARTICIPANTS, ONLY 20**  
**DEALERSHIPS WILL BE**  
**ABLE TO ATTEND.**

**Here's sample of what prior attendees have to say about the Designated Risk Manager seminar:**

*"I now know how I can significantly impact our company's bottom line. By reducing our exposure we win two ways – lowering our insurance costs and avoiding the hidden costs of loss."*

*"The group interaction was fantastic! Listening to how other companies are implementing their risk management programs will give all of us further ideas on how to bring more profit to the bottom line."*

*"This is a workshop that is necessary for all managers. I really would like to see you expand the program into more states but if not, I would like to request that it is conducted at our company for all our store managers."*

*"Overall, this seminar was perfect."*

*"Great course, both as a refresher and to get new ideas and information. Dealerships that have not attended are behind the curve and I would highly recommend this program!"*

*"I was expecting a dry, boring presentation because that's the nature of the beast. Just the opposite was true – very informative and educational. I'm glad I took the time to attend."*

**REGISTRATION FORM**

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<b>WHO SHOULD ATTEND:</b>	Risk Managers (or whoever is <i>designated</i> with that responsibility)
<b>DEADLINE:</b>	Preferred response date: <u>February 1<sup>st</sup>, 2007</u> (to allow for preparation of customized materials/hand-outs). Registrations <b>must</b> be received by <u>March 1st, 2007</u> .

**TO REGISTER, PLEASE RETURN THIS FORM ALONG WITH PAYMENT OF \$89/PERSON + [\$79 FOR 2<sup>ND</sup> PERSON]\***

CADA, 290 East Speer Blvd, Denver, CO 80203, Fax: 303.831.9100, Email: [RSVP@cadaonline.org](mailto:RSVP@cadaonline.org)

Credit Card #. \_\_\_\_\_ EXP \_\_\_\_\_  
(Visa / Mastercard / American Express accepted)

Authorized Signature: \_\_\_\_\_

**Please PRINT the information below:**

Name \_\_\_\_\_ Title \_\_\_\_\_

Dealership Name \_\_\_\_\_ # of Stores Operated \_\_\_\_\_

Address: \_\_\_\_\_ City/State/Zip: \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ E-mail \_\_\_\_\_

Federated Account#: \_\_\_\_\_ (not required; see below)

*If you are not insured with Federated, please provide your dealership's authentic **loss information** (3-5 years), including comments regarding loss type, loss location, etc., as soon as possible. Send directly to Federated no later than March 1st, 2007: You will receive computerized loss analysis for your use.*

Julie Cox (AR01), Association Risk Management Services  
Federated Insurance, 121 East Park Square, Owatonna, MN 55060  
Fax: (507) 455-7840



**\*ADDITIONAL ATTENDEES: \$79 FOR 2<sup>ND</sup> PERSON.** Space is limited for this program. However, if your dealership would like to send more than one person, please request this below. Additional attendees will also be accommodated on a first come / first served basis. We will contact you if we can accommodate an additional representative from your dealership.

Name \_\_\_\_\_ Title \_\_\_\_\_

**--- CANCELLATION POLICY ---**

CANCELLATIONS MUST BE RECEIVED BY **FEB. 15TH**. CUSTOMIZED LOSS MATERIALS WILL BE PROVIDED FOR ALL ATTENDEES. IF YOU CANNOT ATTEND, TIME IS REQUIRED TO PREPARE MATERIALS FOR ALTERNATIVE ATTENDEES.

**QUESTIONS:** Tim Jackson, 303.282.1448  
[tim.jackson@cadaonline.org](mailto:tim.jackson@cadaonline.org)

Tammi McCoy, 303.282.1449  
[tammi.mccoy@cadaonline.org](mailto:tammi.mccoy@cadaonline.org)

